



News from the Frontier of Innovation

March 2000

Monthly Activity Report from the Loudoun County Department of Economic Development
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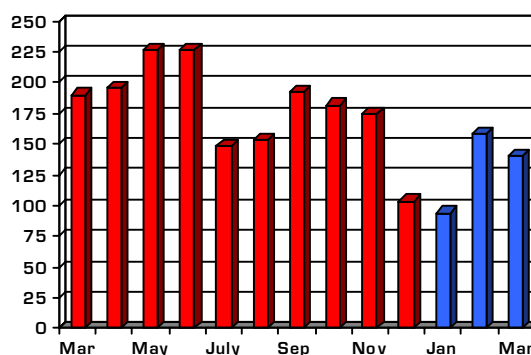
New Prospect Activity:

Prospect activity for the month of March:

- @ Received 42 requests for general information
- @ Delivered 28 Packages/Presentations
- @ Worked with 12 new and 59 on-going prospects

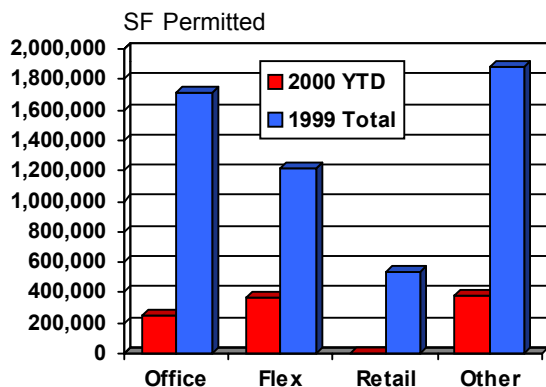
Total Prospect Activity

March 1999 - March 2000



New Construction Activity:

Nonresidential Construction 1999 Total and 2000 YTD February



For February 2000, the value of new buildings (\$31,423,300) and alterations (\$5,476,909) equaled over \$36.9 million.

Loudoun County permitted 374,524 square feet of non-residential construction during the month of February:

- ~ Office - 83,464 SF (164,839 SF last month)
- ! Flex/Industrial - 215,247 SF (147,433 SF last month)
- ~ Retail - 0 SF (0 SF last month)
- ! Other - 75,813 SF (300,216 SF last month)
- ~ Taxable - 374,524 SF (433,698 SF last month)
- ! Route 28 - 361,914 SF (312,272 SF last month)

Announcements:

New Business

☛ **Old Dominion University** has announced plans to move into 21,000 square feet for its new Northern Virginia Higher Education Center in Sterling. The Center will showcase the educational use of technology, and expects to open in fourth quarter 2000.

☛ **Chorusworks Solutions, Inc.** (<http://www.chorusworks.com>), an Internet software research and development firm, has opened a 5,744 square foot facility in Dulles with five new hires.

☛ **The Twain Group, including Revolent Technologies** (<http://www.revolent.com>) opened a new 600 square foot Dulles area facility in February. The staff of nine focus on business-to-business management and technology services. Company leaders expect to enlarge their staff to 30 employees and occupy 1,870 square feet by the end of the year.

☛ **Broad Run Contracting** has opened a new residential erosion control service in Sterling. Currently leasing 900 square feet, the company will hire 10 new employees this year.

Existing Business

☛ **Total Upgrade Solutions, Inc. (TUSi)** (<http://www.tusi.com>), is expanding by 15,000 square feet in April into a 20,000 square foot Concorde Industrial Park facility. Their expansion will bring 35 new jobs to Loudoun. An information technology systems integrator currently with 25 employees, TUSi helps companies with hardware and software solutions, including networking and establishing an interactive Web presence.

☛ **Gearboxx Interactive, Inc.** (<http://www.gearboxx.com>) is another expanding venture of parent company TUSi, and provides state of the art interactive web design technology to small and medium sized companies. Gearboxx is located in Concorde Industrial Park. Its expansion places them in 5,000 square feet with 12 employees; up from 4,200 square feet and four employees.

☛ **EqualFooting.com** (<http://www.equalfooting.com>) has expanded its facilities for the online purchasing of industrial and commercial supplies and equipment. The expansion includes over 20,204 new square feet and 70 new hires, for a total of 25,804 square feet and 100 employees at Northpointe Industrial Park.

☛ **Explus, Inc.** (<http://www.explusinc.com>), a manufacturer of exhibit centers and trade show booths, has expanded into 11,000 square feet in the Dulles area Mercure Industrial Park. New hires are not anticipated with this expansion.

Noteworthy:

Y The first **Rural/Agricultural Conference and Exposition**, held during Virginia Agriculture Week, drew nearly 300 visitors and 40 local produce vendors. Conference highlights include Agriculture Commissioner Carlton Courter describing Loudoun's agriculture as undergoing "revitalization," just as in Governor Westmoreland Davis' early 20th century movement to reinvent high-value agriculture. Additionally, attendees heard from 24 other speakers about the Rural Economic Development Plan, County Initiatives for the Rural Economy, the horticultural industry, and the livestock and traditional agriculture industry in the county.

Y On March 15, EDC's Marketing Committee sponsored a "**Meet your Economic Development Team**" luncheon for the commercial brokerage community at the new Dulles Executive Conference & Training Center. Lou Canonico welcomed the group and emphasized the importance of Loudoun's customer service approach. As central to fulfilling this commitment, Robyn Bailey introduced the team including Terry Wharton - Director of Building and Development, Melinda Artman - Zoning Administrator, Julie Pastor - Director of Planning, Jack Roberts - County Attorney, and Dennis Mitchell - Assistant Chief Building Official. Based on popular demand, the next session will be held in June/July. Over thirty developers and brokers were in attendance.

Y **Loudoun visits Boston in March.** Lou Nichols attended the Bio 2000 conference. The conference provided networking time with industry leaders and identified opportunities worth exploring for Loudoun County's agricultural revitalization program. To fully leverage the Boston opportunity and in conjunction with Bio 2000, the Greater Washington Initiative (GWI) organized a marketing delegation. Representing the region and GWI, Pam Treadwell participated in this effort. The delegation's goal was to outreach and make visible the region's high tech identity.

Y University Center's landscape has been updated with a sign identifying the addition of PSINet to the infocom business community in Loudoun County. Welcome!